

Upstate New York World Trade News

U.S. Department of Commerce - U.S. Commercial Service
Buffalo Export Assistance Center

www.export.gov

BUFFALO

111 West Huron Street, Rm 1304
Buffalo, NY 14202
Tel: 716-551-4191
Fax: 716-551-5290

ROCHESTER

400 Andrews Street, Suite 710
Rochester, NY 14604
Tel: 585-263-6480
Fax: 585-325-6505



DIRECTOR

James C. Mariano

INTERNATIONAL TRADE SPECIALISTS

Rosanna Masucci
Sharon McKendry
Gale Seereiter
Charles Ranado (Rochester)

July 2003

YOUR PRIVACY IS IMPORTANT TO US! WE MAKE EVERY EFFORT TO MINIMIZE UNWANTED COMMUNICATIONS FROM OUR OFFICE. IF YOU DO NOT WISH TO RECEIVE SIMILAR ANNOUNCEMENTS, PLEASE CALL OUR OFFICE.

PLEASE TELL US

ABOUT YOUR TRADE SUCCESS!

Each year the U.S. Department of Commerce must report to Congress to show that we work with real companies in real business situations. In order to insure that our programs and services will continue to be offered from the Buffalo and Rochester Export Assistance Centers, it's important for us to know of any export successes you have achieved with our assistance. If we have been of assistance, whether direct or indirect, we hope that you will take a few minutes to complete the attached questionnaire.

U.S.-CHILE FTA

On June 6, 2003, the U.S. and Chile signed an historic Free Trade Agreement (FTA). The FTA will eliminate bilateral tariffs, lower trade barriers, promote economic integration and expand opportunities for both countries. The FTA will increase U.S. market access for goods and services and American businesses will enjoy preferential access to one of the world's fastest growing economies. More than 85% of bilateral trade in consumer and industrial products becomes tariff-free immediately, with most remaining tariffs eliminated within four years. Key U.S. export sectors benefit, such as agricultural and construction equipment, autos and auto parts, computers and other information technology products, medical equipment, and paper products.

BUYUSA FOR U.S. EXPORTERS

Increase your export sales with BuyUSA, a service of the U.S. Department of Commerce. BuyUSA offers online trade leads and business opportunities. Your subscription allows you to:

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BEIJING OLYMPICS HOT SHEET

The City of Beijing is planning to invest more than \$23 billion in preparation for the Olympic Games in 2008. The e-newsletter OLYMPICS HOT SHEET is the perfect way to stay on top of what's going on in preparation for Beijing 2008. It is published when news happens, as soon as it happens. This e-newsletter is free of charge for U.S. companies. To subscribe and for additional information please visit the Commercial Service China website at www.buyusa.gov/china/en.

SPECIAL AMERICAN BUSINESS INTERNSHIP TRAINING PROGRAM

Eurasian markets are full of opportunity. However, there are risks that must be managed. Success comes from defining the *right* strategy, the *right* approach, and an *innovative* approach. The U.S. Department of Commerce's Special American Business Internship Training Program (SABIT) offers just that.

SABIT provides a unique low-cost, low-risk opportunity to facilitate U.S.-Eurasian partnerships. SABIT helps U.S. organizations form relationships with potential customers, distributors, or partners, who can assist in facilitating profitable international transactions.

The SABIT GRANTS PROGRAM offers competitive grants to cover a share of the costs of hosting mid-to-senior level Eurasian managers and scientists for three-to six months of hands-on professional training in U.S. business, research, and technology development practices.

For additional information on SABIT please visit www.mac.doc.gov/sabit.

FOOD EXPORT USA-NORTHEAST

The State Regional Trade Groups (SRTG) are non-profit trade development organizations that help U.S. food producers sell their products overseas. USDA's Foreign Agricultural Service, the State Departments of Agriculture and private industry fund the SRTG's.

Food Export USA, the Northeast SRTG, works in conjunction with the NYS Department of Agriculture & Markets to provide a wide range of services to facilitate trade with importers around the world. These services include international trade exhibitions, overseas trade missions, reverse trade missions, in-country research, and point-of-sale promotions in foreign food chains and restaurants. FEUSA also administers a cost-share funding Branded Program that supports the promotion of brand name food products in overseas markets.

For additional information on Food Export USA please visit www.foodexportusa.org.

U.S. JOINS INTERNATIONAL TRADEMARK FILING SYSTEM

U.S. companies will soon have a new option for registering their trademarks overseas, using an international filing system that will cost significantly less than the present country-by-country method. Recent federal legislation implemented an agreement for the U.S. to join the Madrid Protocol, an international treaty that facilitates procuring and maintaining international registrations in the participating countries.

The World Intellectual Property Organization, a specialized agency of the United Nations, administers the Madrid Protocol. The Protocol will allow U.S. applicants to file a single international trademark application that designates the member countries where trademark registration is sought.

Madrid Protocol member countries currently total 57, including the European Union, Japan, China, Korea and Australia. U.S. participation in the Madrid Protocol will begin once the necessary rules and procedures are in place, but no sooner than November 2, 2003.

For an article with additional information please call our office or e-mail obuffalo@mail.doc.gov.

HONG KONG BUSINESS UPDATE

This free, biweekly, e-mail service is compiled and published by the Commercial Service Consulate General in Hong Kong. It is designed to provide U.S. companies, government officials and other interested parties with information about the latest business developments and commercial opportunities in Hong Kong. To view and for more information please visit www.buyusa.gov/hongkong.

EXPORT.GOV NEWSLETTER

Register to receive free monthly updates on feature articles, trade events and new market reports at www.export.gov.



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In order to insure that our programs and services will continue to be offered from the Buffalo and Rochester Export Assistance Centers, it's important for us to know of any export successes you have achieved with our assistance.

Accordingly, we hope that you will take a few minutes to complete the following questionnaire to assist us in our efforts to continually improve the quality and effectiveness of the various export assistance programs and services we offer to you.

The assistance linked to your export successes can be direct or indirect and can involve domestic or overseas Commercial Service offices. Examples of assistance provided are:

- BuyUSA
- Catalog Shows
- Commercial News USA
- Counseling (domestic or foreign offices)
- Gold Key Matching Service
- International Buyer Program Trade Event
- International Partner Search
- List of Overseas Contacts
- Market Research
- Trade Leads
- Trade Missions
- Trade Shows (domestic & international)
- Trade Show (U.S. Pavilions)
- U.S. Exporters Yellow Pages

**THE INFORMATION PROVIDED IS FOR INTERNAL PURPOSES ONLY AND WILL NOT BE
RELEASED OUTSIDE THE COMMERCIAL SERVICE WITHOUT YOUR PERMISSION**

Company: _____

Address: _____

Phone: _____ Fax: _____

E-mail: _____ Website: _____

Countries/Export Markets

Approximate \$ Value of Sale

Service Used

Assistance Requested at this time: _____

Name and Title (Please Print or Type)

Signature

Thank you for your help!